

CLAIMS

What is claimed is:

1. A method of procuring goods and services through a computer based system accessible by a plurality of entities having a common relationship, comprising the steps of:

arranging with a plurality of suppliers to participate in offering goods and services to the entities through the computer based system;

negotiating with at least a subset of said suppliers a price for their respective goods and services at which said entities can purchase those goods and services via the computer based system;

allowing said entities to place orders with any of the suppliers of the subset of suppliers for the supplier's respective goods and services through the computer based system at the negotiated price; and

allowing said entities the option of obtaining via the computer based system a price quote from at least one of said suppliers for a good or service offered by that supplier and purchasing the good or service at the quoted price via the computer based system.

2. The method of claim 1, and further including the steps of collecting information on said purchases made by said entities via said computer based system and on quotes received directly from said suppliers by said entities and analyzing said information.

3. The method of claim 2, wherein said step of analyzing said information comprises analyzing said information to determine if any of said quotes were for goods or services having a negotiated price and if so, whether said quotes for that good or service were at prices more favorable than said negotiated price for that good or service.

4. The method of claim 2, and further including the step of renegotiating said negotiated price for one of said goods and services when results of analyzing said information indicate that a more favorable price than the negotiated price for that good or service is being offered.

5. The method of claim 1, and further including the step of providing links on said computer based system to computer based systems of said suppliers having information about said suppliers' goods and services and allowing said entities to access said suppliers' computer based systems via said links on said computer based system to view said information about said suppliers goods and services.

6. The method of claim 1 wherein said plurality of entities having a common predetermined relationship comprise an original equipment manufacturer and its dealerships.

7. The method of claim 1 wherein said plurality of entities having a common predetermined relationship comprise a franchise.

8. The method of claim 1 wherein said plurality of entities having a common predetermined relationship comprise individuals that are members of a club.

9. The method of claim 1 wherein said computer based system comprises an Internet web site.

10. The method of claim 1 wherein said suppliers' computer based systems comprise Internet web sites.

11. The method of claim 1 wherein said entities access said computer based system over a network selected from the group consisting of internet, intranet, local area network, wide area network and combination thereof.

12. The method of claim 1 wherein information concerning purchases made by and quotes obtained by said entities via said computer based system are stored in a database.

13. The method of claim 1, further including the steps of a host organization paying said suppliers for purchases made from said suppliers via said computer based system by said entities and said host organization billing said entities for said purchases.

14. The method of claim 13, further including the step of said host organization operating said computer based system.

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15. A purchasing system for procuring goods/services by a plurality of entities having a common predetermined relationship, said purchasing system comprising:

a database in which information concerning prices at which said entities can purchase said goods/services from suppliers of said goods/services;

links to computer-implemented sites of said suppliers where said suppliers offer their respective goods/services for sale and transactions are entered into between said suppliers and said entities, said links providing said entities access to said computer-implemented sites of said suppliers;

a display for displaying information about said goods/services and said suppliers, and routing said entities to the suppliers' computer-implemented sites via said links;

said purchasing system coupled to said suppliers' computer-implemented sites via a network; and,

a computer-implemented transaction recorder that records transactions entered into between a selling supplier from said plurality of suppliers and a buying entity from said entities having a common predetermined relationship.

16. The method of claim 15 wherein said purchasing system includes an Internet web site that said entities access via the Internet and said supplier's computer-implemented sites comprise Internet web sites that are linked to said purchasing system via the Internet.

17. The purchasing system of claim 15 wherein said purchasing system includes means for analyzing said transactions to determine if any involve purchases at prices more advantageous than the price for said goods/services stored in said database.

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